



NEWS RELEASE

PRESS OFFICE

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SBA Selects Wisconsin's 2004 Small Business Person of the Year Additional State Winners Also Announced

Milwaukee/Madison: – **Tammy and Gregory Guite** of Elite Carriers, LLC in Wausau, Wisconsin have been named Wisconsin's Small Business Person of the Year for 2004 by the U.S. Small Business Administration.

Tammy and Gregory Guite are among fifty-three top small business persons—one from each state, plus the District of Columbia, Puerto Rico/Virgin Islands, and Guam—who will be honored at SBA's Expo during National Small Business Week, May 19 – 21, 2004 in Orlando, Florida. As the winner of the SBA Wisconsin Small Business Person of the Year Award, they could be named SBA's National Small Business Person of the Year during the national event.

Elite Carriers is an over-the-road carrier that provides trucking services for approximately forty local companies as well as over seven-hundred national, broker accounts. The Guite's have been very successful in managing pool/dedicated runs (guarantee, next day delivery) for companies to ensure a high level of reliability. Elite Carriers has managed to post profitable years since starting despite an economic slow-down, substantial increases in fuel and insurance expenses, and a shrinking market for drivers. Elite contributes damaged freight (various types of food products) locally. Elite's tractors and trailers have been used to haul medical and miscellaneous supplies from a Boston collection center to Good News Charity in Wausau, Wisconsin. These supplies are eventually shipped to Grenada. They have grown to become a successful Wisconsin based company that initially employed 4 company drivers and 3 owner operators. Over the last five years, they have continued to expand their operations and now have 95 employees. Elite has expanded its fleet to 64 semi-tractors and 133 trailers and is well-positioned to continue positive sales growth in 2004.

As Wisconsin's Small Business Person of the Year, Tammy and Gregory Guite and Elite Carriers are judged on their staying powers, growth in number of employees, increase in sales and/or unit volume, current and past financial reports, innovativeness of product or service offered, response to adversity and contributions to aid community-oriented projects.

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The Wisconsin SBA celebration of our Small Business Winners will be held Friday, May 21, 2004 at the SBA's 19th Annual Small Business Awards Presentation Breakfast at Milwaukee Marriott West, Waukesha beginning with registration at 7:00 a.m. For more information, please contact Mary Trimmier at (414) 297-1093 or email at mary.trimmier@sba.gov. New this year following the breakfast is a supplemental program: Access to Capital: *Learn to Effectively Tap Financial Resources*. This program will be held from 9:30 a.m. – 11:30 a.m. directly across from the Milwaukee Marriott West. Elite Carriers will be honored along with twelve other small business and advocate winners for their contributions to Wisconsin's economy and small business communities.

Wisconsin's SBA District Office also announced the state's Small Business Advocates of the Year and special category winners. The following categories and winners were announced:

Runner-Up Small Business Person – James Lindenberg, World Class Wire and Cable, Inc., New Berlin

Small Business Exporter – Andy Grimmer & Craig Clerkin, ANGI International, Milton

Young Entrepreneur of the Year – Kirk Davies, DDS, Davies Orthodontics, LLC, Waukesha

Minority Small Business Person of the Year – Michael Weber, Integrated Systems Corporation, Milwaukee

Emerging Small Business Person – Joan Shelley, KnobGallery, Oconomowoc

Minority Small Business Advocate – Craig Anderson, American Indian Chamber of Commerce, West Allis

Financial Services Advocate – Dan Dooge, Smith & Gesteland, LLP, Middleton

Veteran Small Business Advocate – Gary Meyer, Oshkosh Workforce Development Center, Oshkosh

Small Business Legal Assistant – Chris Jenny, Lathrop & Clark, LLP, Madison

Women in Business Advocate – Josephine Oyama-Miller, Community Action Coalition for SC Wisconsin, Madison

Small Business Journalist – Richard Sean Fitzgerald, Lake Winnebago B2B, Oshkosh

Family-Owned Small Business – James Greene, WG&R Furniture Co., Green Bay

The U.S. Small Business Administration, which sponsors Small Business Week, congratulates all the winners and thanks them for their commitment and contributions to Wisconsin's small business communities.

*Additional information about SBA's programs and services is available
at the SBA's Web site: www.sba.gov.*

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